

SYSTEM, METHOD AND COMPUTER PROGRAM PRODUCT FOR GENERATING REVENUE IN A SUPPLY CHAIN MANAGEMENT FRAMEWORK

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ABSTRACT

A system, method and computer program product are disclosed for generating revenue. A supply chain manager is appointed for a buying supply chain participant. Authority is granted to the supply chain manager to negotiate supply agreements between a selling supply chain participant and the supply chain manager on behalf of the buying supply chain participant. The supply agreement is entered into with the supply agreement having at least the following provisions: i) establishing a contract price for the good, and ii) requiring the selling supply chain participant to bill the buying supply chain participant at an invoice price to be determined by the supply chain manager. An invoice price for the good is established at various times during the term of the supply agreement.

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